

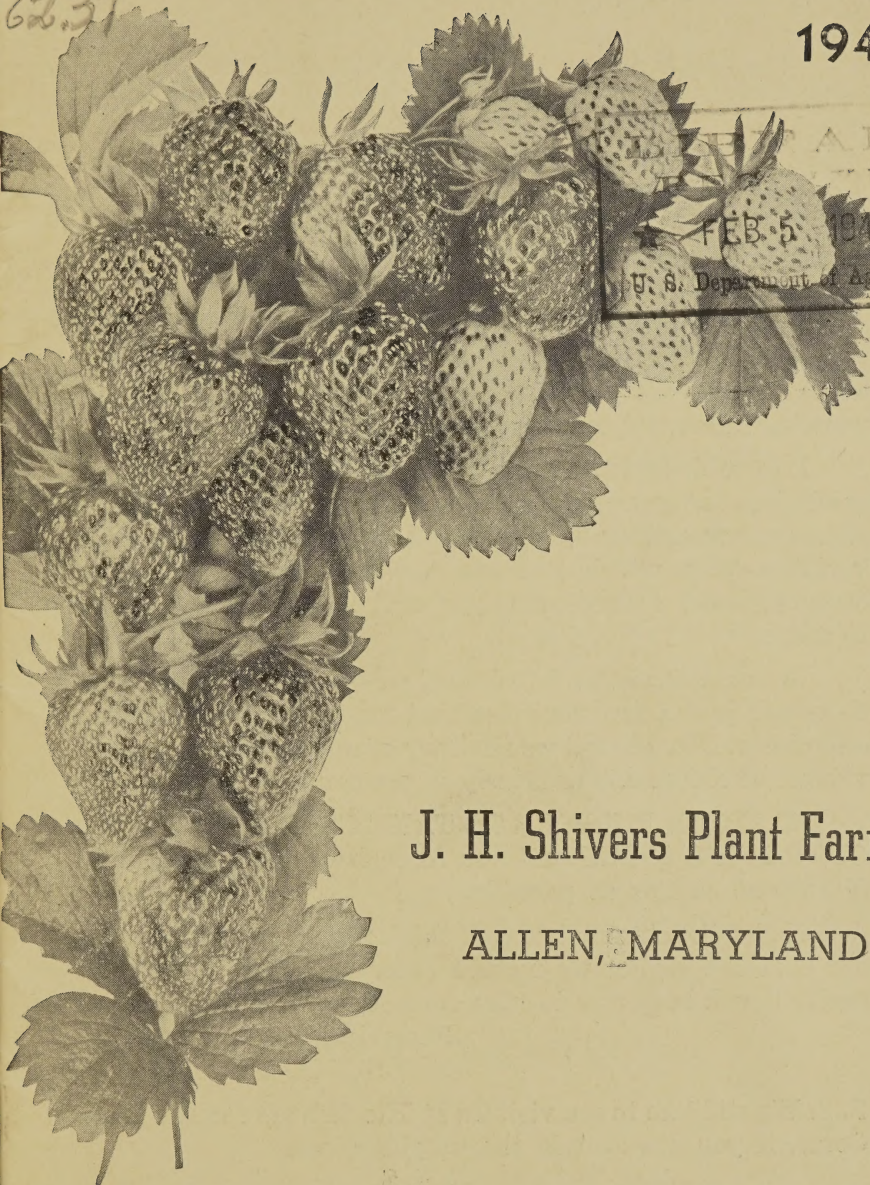
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J. H. Shivers Plant Farms

ALLEN, MARYLAND

CATALOG AND



PLANTING GUIDE

## To Our Friends And Customers:

In addition to our usual greeting and word of appreciation which we extend each year to our friends who have made our success possible, I should like to offer a word of warning in respect to orders for this coming season.

Due to drought, hot weather and other unsatisfactory conditions for growing strawberry plants, there is a definite shortage amounting to a practical scarcity of some of the varieties with which you are familiar. In a number of cases, ordinary sources of supply will have little or nothing to sell.

In some respects, I feel that we are fortunate in that there are just a few varieties that may have to be omitted altogether. In general we shall try to approximate our 1942 volume of shipments as nearly as we can.

IT IS OUR PURPOSE TO TAKE CARE OF OUR OLD CUSTOMERS FIRST and our force here will endeavor to disappoint as few as possible.

Under the circumstances, I think it unnecessary to point out that the earlier we receive orders for this season, the easier it will be for us to take care of your requirements.

Sincerely yours,

JAY H. SHIVERS.

P. S. We still like to see visitors at The Shivers Plant Farms. Come, if you are ever in the neighborhood.

J. H. S.



## MY AGREEMENT TO YOU

I sell by catalog only, and to everyone at the same price, filling all orders with the same high-grade stock. Strawberry plants frequently can be shipped during warm spells in winter, and after March first in unlimited quantities. From then until May 1st, I am busy every day filling orders for customers. After May 1st, I can fill a limited number of orders but the earlier you secure your plants the more certain is your success with them.

### ONLY FRESH DUG PLANTS SHIPPED

I SHIP OUT ONLY FRESH DUG PLANTS, in slatted crates with plenty of damp moss. I will replace free of charge anything that reaches you in bad condition, provided the transportation company has given its proper dispatch. If it has been too long on the road, refuse to receive it and I will refill your order without additional charge to you.

**TRUE-TO-NAME:** I use every precaution to have my plants true to name, and if any should prove otherwise I will replace it, but in no case will I be responsible for any sum greater than that paid for the plants.

**REFERENCES:** My best references are the many satisfied customers, who have entrusted me with their orders. For bank references kindly write the Farmers & Merchants Bank, Salisbury, Md., or the Bank of Somerset, Princess Anne, Md. Enclose stamp for reply.

## MY GUARANTEE

I guarantee every plant that I ship to be free from disease, true to name and to arrive in perfect growing condition. If for any reason whatever, you are not satisfied that you have received 100 cents in value for every dollar sent me, I will adjust it to your satisfaction. "Every customer a satisfied customer" is my policy.

J. H. Shivers.

# Strawberry Culture

The strawberry is grown in nearly every section of the United States, in parts of Canada and even in Alaska. It is adapted to a wider range of soil and climate conditions than most small fruits. The crop is produced on large acreages for commercial purposes, while the "Strawberry Bed" forms a part of every well kept home garden.

## PLANTING GUIDE

In this limited space I will give suggestions for the most necessary details for successful strawberry growing. You may get more information by writing us or from the U. S. Department of Agriculture, at Washington, D. C., who will upon request, send you bulletins on strawberry culture, free and postpaid. A strawberry grower should take this means of keeping in touch with the newer developments and methods being employed in present day strawberry culture.

**SOILS.** Practically any soil that will grow good field crops will grow good berries—good rich, sandy loam preferred. All kinds of fruit plants demand that the soil be able to hold moisture well, and at the same time drain easily. Excellent results are secured on both sandy and clay types of soil under the proper cultural management. Any soil selected for strawberry growing should be well provided with organic matter as this tends to prevent heaving out of plants in winter and enables the crop to withstand the droughts of summer. Even the extreme types of soils including sandy, gravelly or stiff lands can be made to produce profitable crops of berries where the land is well improved by the addition of organic matter and the proper fertilizers applied.

Organic matter in the form of legume crops, manure or sod should be turned under far enough in advance of planting to allow it to become decomposed in the soil.

**SOIL PREPARATION:** Soil for setting strawberry plants should be plowed deeply and harrowed until it is loose and level. I like Fall plowing as it allows the soil to settle and turned under vegetable matter to decay. Spring plowing is all right, but Fall plowing is better when possible. The land should be thoroughly harrowed in Spring, followed with a culti-packer or roller to preserve moisture after planting. It is best to plant some cover crop such as oats or rye which is to be plowed under except in the case of sod land which should be left rough over winter to kill white grub.

Several weeks before planting, the cover crop should be turned under or rough land disced thoroughly. A week or 10 days before the plants are set, the final preparation of the plant bed should be made at which time the fertilizer should be applied.



Stable manures are the best fertilizers I have found. They not only furnish the necessary plant food, but also make the heavier soils of finer texture, and the light sandy soils of greater water holding capacity. This may be applied in the fall and plowed in or spread on land after plowing and worked in the soil, well. The best results I have ever obtained is by opening the rows and putting some fine manure in the row during the winter.

However, if coarse manure is not convenient you can get very good results from commercial fertilizer. A mixture composed of 1,500 pounds dissolved bone and 500 pounds super phosphate. The analysis of this mixture is about 3-10-0. Use about 500 or 600 pounds of this per acre in the drill before the plants are set, or alongside of the plants, and thoroughly work in with hoe or cultivator soon after setting the plants. Where applied in the drill, it should be worked in thoroughly, going at least twice to each row with a horse and cultivator to mix it in. If applied broadcast, 1,000 pounds or more per acre of this mixture thoroughly harrowed in before the plants are set, can be used without injury and possibly to advantage. If this amount is to be used, however, I would much prefer to put five or six hundred pounds in the drill and use the balance as a side dressing in late summer. Not more than six hundred pounds should be used in the drill. I have used as much as seven hundred pounds without injury, but have seen severe injury from 1,000 pounds in the drill, not thoroughly mixed with the soil. In no case should nitrate or potash salts ever be used in any mixture drilled under the plants. Contact of any of these material with the roots will surely burn them. In the past many thousands of plants have been killed by such methods. As a top dressing to be used in late summer, or in early spring before growth starts, I have seen 4-8-4 and 7-6-5 fertilizer give excellent results. In a very dry season on very light soil, I have seen fertilizer applied in early spring cut down the yield by producing a heavy growth of foliage which sucked out the scanty supply of moisture.

## WHEN TO PLANT

The best time to plant is sometime during March or April, or as soon as ground can be made ready for planting. Order your plants as early as possible; plants set early start quicker and make a more vigorous growth of plants. I begin shipping about March 1st.

Many inquiries come in regards to planting in August. Plants at that season of the year are not matured enough to permit digging or shipping without too much waste. Therefore Spring is the most natural and successful time for planting. Some gardeners and growers insist on setting some during the late summer and early fall before our regular shipping season. If you wish plants at this time we will furnish them. Write for our late summer and fall prices.

## METHOD OF SETTING

There are many methods of setting strawberry plants. No particular method has advantage over another except in the saving of labor. The important thing is to get your plants in the ground the same depth as they grew in the original bed and to pack the dirt firmly around the roots. This done, there is little choice as to the method of doing it.

### SETTING THE PLANTS

We recommend setting the plants in rows  $3\frac{1}{2}$  to 4 feet apart, or even as much as  $4\frac{1}{2}$  feet, if the soil is very fertile. The plants should be set 15 to 24 inches apart in the row, depending on the varieties set, the width of the rows themselves and the fertility of the land. Free growing varieties like Dunlap, Missionary and Blakemore which make large numbers of plants should be set farther apart than varieties like Chesapeake, Lupton and others that make larger plants, but not so many of them. When set in rows 3 feet, 8 inches apart and spaced 18 to 20 inches apart in the row, it requires about 8,000 plants per acre.

**CULTIVATION:** The cultivation is always important and should be started as soon as the planting is finished. If one will take the trouble to destroy all grass and weeds the year previous on land to be planted in strawberries, it will be found to pay handsomely, as the seeds thus destroyed will not be in your berry beds to plague the grower and run up the cost of hoeing. Keep them clean until frost, hoe shallow so as not to disturb the roots, and success is assured.

**VARIETIES:** The selection of varieties should be governed by the local conditions and the demands of the markets to be furnished. Information is available from your State Agricultural Experiment Station, local growers or County Agent. Some varieties are very popular in the South, while other varieties are more popular in the Central and West. The North select and find more satisfaction in growing an entirely different variety from the other sections. New varieties are constantly being developed and tested.

**PERFECT AND IMPERFECT VARIETIES.** Perfect flowering varieties planted alone will mature a crop of perfect fruit. Imperfect flowering varieties should have perfect varieties planted with them, at least one row for every five or six. When two varieties are used in equal amounts, they are often alternated three or four rows of each. In my price list, perfect flowering varieties are followed by "per" and imperfect varieties by "imp".

**MULCHING:** Before severe weather starts the plants should be covered with 1 to 3 inches of some good mulching material such as hay, straw or pine needles. As spring growth starts this mulch where too thick should be pulled open and arranged under the plant. Plants for the most part are usually able to push through thinner mulches, unless it packs. This mulch serves to support the fruit and avoids rot and grit, making your berries cleaner and firmer to harvest.



**MARKETING:** The ultimate value of a crop of berries is determined by the selling price. Well grown fruit should receive the greatest care in harvesting, packing and shipping, so that it reaches the consumer in as good condition as possible. There is usually an over-supply of poor fruit, but very rarely a market is glutted with good fruit, well displayed. Intelligent grading pays. A dishonest pack hurts the shipper most. Some form of ventilated crate should be used for best results in transit.

### WHAT TO DO WHEN THE PLANTS ARRIVE

Set plants on arrival if possible. It will help if roots of the plants can be dipped in water and allowed to "plump up" for sometime before setting, perhaps over night. At any rate have them thoroughly moistened when planting. If anything prevents immediate planting and the weather is cool, the top of the crate should be taken off and the plants loosened in the crate, still keeping the roots covered with the packing material. Placed where it is cool, plants will keep like this two or three days. If weather too warm to keep plants, or to cold to set them out they should be heeled in some shaded or protected place. Dig a V-shaped trench, open the bundles, spread them out in thin layers with buds just even with the surface of the ground and firm the soil back against the roots of the plants. If necessary, several layers of plants can be heeled in the same place with one or two inches of soil between each layer. Wet the soil and roots of plants thoroughly when heeling is done.

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## Our Customers Recommend Our Plants To Their Neighbors and Friends.

I am enclosing check for which book my order for 15,000 strawberry plants to be sent by express by the first of April. Plants received from you last year were very good. Hoping to have as good this year.

February 27, 1941

Henry Beitsinger

Allegheny Co., Pa.

— O —

Please send at once order No. 54. Send me large, nice plants. I have bought plants from you several years and you sent me fine plants.

April 12, 1941

H. S. Tyree,

Lawrence Co., Ohio

## EARLY VARIETIES



### DORSETT

**PLANT GROWTH.** The Dorsett was introduced several years ago. The old reliable Premier has been replaced by the Dorsett and Blakemore in this section to a large extent. The plant is a very vigorous grower, producing many runners. In good soil, it has a tendency to become too thick and a matted row is the result. The plants are not as large as the Fairfax.

**SIZE AND QUALITY.** Under favorable conditions the berries are very large and conic in shape. At the proper picking stage, the berries are medium light in color and retain their lightness even after they begin to get quite ripe. The appearance alone should sell them. Its flavor is mildly sub-acid; under normal conditions it is sweet and very pleasing in flavor but not so rich as Fairfax. However when the fruit is over ripe the flavor does not become so objectionable as in many other varieties. In one season of much rainfall in Maryland when berries lacked sweetness the flavor was better than that of Fairfax. It has proven especially well on heavy soil.

**PRODUCTIVENESS.** They ripen about the same time as Premier, and are very productive. Some of my customers claim they yield fully as well as the Premier, while others say they do not. With me, experience has proven that they do not produce quite so well as the Premier although the quality of berries are better throughout the season. Should you be short of pickers or weather conditions prove unfavorable for picking, Dorsett berries will carry over in better condition than the Premier.



## FAIRFAX

This variety was introduced along with the Dorsett. When it first appeared it did prove to be as much in demand as the Dorsett, but for the last few years, the demand has increased, and from my experience with it, I am sure it will become just as popular.

**PLANT GROWTH:** The Fairfax makes a strong robust growth of perfectly healthy plants. The plants are larger and spaced farther apart than the Dorsett. The leaves are large, dark green, and somewhat glossy.

**SIZE AND QUALITY:** The berries average very large. In size and appearance they resemble the Chesapeake, having prominent yellow seeds, shiny, almost polished surface which makes the berries very attractive to buyers and upon reaching the market. Appearance alone will make the Fairfax bring top prices on the market.

The berries are light when they first ripen but become dark when over ripe and are sometimes dark when they reach the market. This does not mean a state of decay for they retain their flavor and remain firm for several days after they turn dark. Buyers have learned that the berries even though they become dark in color hold their flavor and firmness. This has given them a high place on the market. From my experience you will not go wrong by trying Fairfax and see how attractive they are. It is a strong competitor for leadership and is gaining in popularity.

**PRODUCTIVENESS:** The Fairfax will not make as many plants as Dorsett or Premier, but not subject to become too thick for a good crop of fruit. The fruit of Fairfax is larger than Dorsett but does not produce quite as many berries. The higher price received for berries last season has caused a demand for this variety.



**FAIRMORE.** A cross of the Fairfax and the Blakemore and noted for its high quality in firmness in shipping and very productive. Outlook promises the Fairmore to be one of the best of early berries.

The plant growth is very vigorous, making larger, but fewer plants than the Blakemore does in this section. The leaves are very large, dark and glossy green. The fruit is very firm and more uniform in shape than the Fairfax. It ripens about the same time as the Blakemore. It is recommended for North Carolina and the Southern States.



## PREMIER

(Howard 17)

**PLANT GROWTH:** The demand for this variety last spring proves that it is still the most popular early berry yet introduced.

I have as fine a bed of Premier plants for the spring orders as any one and I am sure I will not have to disappoint you.

Premier not only does well over a large territory but it will grow on nearly all types of soil, producing a good growth of plants that is as near frost proof as any variety yet originated.

**SIZE, QUALITY AND PRODUCTIVENESS:** The berries are a medium red in color, have a medium size green cap that will stay green throughout the season under favorable conditions. I still think a quart of Premier berries that have been grown right and picked well has a very handsome appearance and is attractive as any variety in its box. The quality will compare well with most other varieties. It is moderately firm and looks well. Good for local market or long truck shipments but do not advise it for ice shipments.



## THE NEW BLAKEMORE

The Blakemore is a U. S. Department of Agriculture cross of Missionary and Premier. This variety is very popular in the area where Klondyke and Missionary are grown.

**PLANT GROWTH:** Blakemore makes a vigorous growth and should be kept thinned out for the best results. The foliage is healthy and stands up very well during the entire fruiting season.

**SIZES AND QUALITY:** The berries are very firm and will stand long distance shipping in excellent condition. It has become very popular with the Maryland growers because of firmness and keeping qualities if kept on the vine and also after picking. In fact, it will keep well on the vines several days should weather conditions delay the picking. The fruit is very light in color and very attractive.

**PRODUCTIVENESS:** It is medium in size if the plants are properly spaced, but when allowed to get too thick the berries will run down fast. If planting Blakemore be sure to have them properly spaced to about 6 plants to the square foot. The fresh fruit is rather tart but is a favorite with the "cold pack" men and is one of the best berries for canning.

If you are planning to set some Blakemore try my plants. You will find them as good as the higher priced plants, so why pay more?

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START TO SAVE BY ORDERING YOUR PLANTS FROM ME

## Other Early Varieties

**BELLMAR.** A cross of Premier and Missionary. The plants are quite productive. The berries are bright red with a green cap, conical in shape and very attractive. For those not satisfied with Dorsett and Fairfax or Premier would advise giving Bellmar a trial. I have some nice plants for those who like it or who want to give it a trial.

**DUNLAP.** It is gradually being replaced by Premier because Premier berries are earlier, larger, better quality, and more handsome in appearance. Dunlap is still grown by many of its old friends and we have a nice stock of plants for those who know and want it. Berries are medium in size, bright rich red clear through, and fair to good in quality.

**KLONDYKE.** The old standby for shipping to distant markets, adapted to southern planting, berries medium to large, attractive red, flesh very firm and red to the core. Medium in quality, good plant maker, and yields good crops. Commands top prices on the market.

**MISSIONARY.** The leading berry in the Southern States. Will do well on almost all soils but will do better than most on light soil.

The berries are medium in size, dark red in color, with a tart flavor and attractive in appearance. It is a good shipper and has for a long time been a favorite with the juice men. The Bellmar and Blakemore are more popular in this section, but in some parts of the South, Missionary still holds the supreme place.

I have a nice lot of Missionary plants. Let me furnish you with your needs.

**NORTHSTAR.** A new variety released by the U. S. Experiment Station. It is a cross of the Premier and the Red Heart. The berries are firm enough for shipping with a tart pleasing flavor and rich red color. The plant leaves are above the average in size thus protecting the blossoms and berries from frost. For this reason it is frost resistant. The Northstar produce only a moderate number of plants on good land, therefore it is not advisable to set in poor soil, as only a thin bed of plants will be the results.

—O—

Received plants in good condition and they are very fine.

May 3, 1941

W. C. Kummer,

Berks Co., Pa.

—O—

The plants we got from you last year were very nice. Due to planting in sod ground we lost a good many, but now the field looks like we will get a good crop of berries this year. Please ship my order of plants by express so that they will arrive between April 20th and May 10th.

April 4, 1941

F. Dorsey Bartlett

Harrison Co., W. Va





## BIG JOE

**PLANT GROWTH:** The plant is a vigorous grower, very healthy and very productive.

**SIZE AND QUALITY:** The berries are large in size and have a large, bright green cap which increases their attractiveness. They are, also, very fine in quality. Market gardeners who retail their berries, those who sell at the farm or on roadside market, or, in fact, anyone who can get a premium for large, handsome, high quality fruit should include Big Joe in their plantings.

**PRODUCTIVENESS:** No midseason that I have ever grown comes as near to being a worthy running for Premier, as does Big Joe. This variety does well on nearly all types of soil, but, like most others, responds quickly to good care and fertility. When grown for local or nearby markets where the shipping distance is not so great, Big Joe is one of the best money-makers we have. Locally, it comes in with fine, handsome berries just as many of the early varieties are beginning to run down, and brings a premium of a dollar or two per crate on anything then being offered.



## MIDSEASON VARIETIES

### CATSKILL

**PLANT GROWTH:** This variety is growing fast in popularity from reports I have received from different sections. It is a cross of the Marshall and Premier. It grows unusually vigorous and sets numerous blooms on heavy thick stems. Catskill plants are very conspicuous, due to its large foliage and healthy appearance.

**SIZE AND QUALITY:** The berries are very large and uneven in shape but uniform in size, light in color, with a very bright green cap. Thus the appearance will make them attractive on the market. It starts ripening about the time of Big Joe and continues to bear large size berries as long as some of the later varieties.

**PRODUCTIVENESS:** From my experience and talk with growers, it is one of the heaviest mid-season varieties ever introduced equal to Premier under favorable conditions. My customers are using this variety as a late berry as well as mid-season, due to its bearing nice berries as late as some of the late varieties.

—O—

I am sending you an order to be mailed as indicated at once. I recommended your berry plants to them, so be sure to mail them one of your catalogs as they want to plant quite a few next season. My plants that you shipped last year are looking fine indeed.

May 3, 1941

Charles H. Wingart,

Cabell Co., W. Va.

## Other Mid-Season Varieties

**ABERDEEN.** A comparatively new variety becoming very popular in eastern Pennsylvania and New Jersey, and justly so, for it has to recommend it. The plants show unusual thriftiness, making an abundance of new plants, and we recommend planting the Aberdeen 24 inches apart in the rows. The Aberdeen is unusually productive, equaling or surpassing the Premier. The berries will average larger than Premier, being somewhat pointed in shape, and most every berry is perfect in shape. Its ripening period extends from two to three weeks.

**PATHFINDER.** This variety originated at the New Jersey Experiment Station. It is a cross of the Premier and the Aberdeen and the tests made of this variety have proven it very satisfactory. Under normal conditions, it ripens about 3 days later than Premier and is very productive over a long season.

From experience, the Pathfinder seems to be one of the new varieties, resistant to the new disease called, red stele.

The foliage is a dark green and will make a well spaced, matted row of medium large plants.

The blossom is perfect, the berries are conic in shape, bright red in color. The size of berries will run as an average, large, with a sub-acid flavor of good quality. I have a limited supply of these plants and would suggest that you order early for this variety.

—O—

You will find check to cover order for strawberry plants. Mr. Jacob E. Apgar recommended your plants. Ship plants by parcel post at once.

May 16, 1941                      Harry RRobertson,                      Sullivan Co., N. J.

—O—

Please send the order for strawberry plants as soon as possible. I hope I have sent the correct amount for same. I have handed your catalog to a friend to make up an order. I trust to make you a larger order next year.

March 31, 1941                      C. R. Shultz                      Nelson Co., Va.

—O—

I borrowed a catalog from a friend to send you the inclosed order for plants. So please send me a catalog.

February 10, 1941                      Dominic Sabatino,                      Schuylkill Co., Pa.

—O—

I received my berry plants in excellent condition and want to thank you for sending them on.

April 21, 1941                      Edward J. Woeste,                      Campbell Co., Ky.





## CHESAPEAKE

## LATE VARIETIES

**CHESAPEAKE.** The aristocrat of strawberries when given good care and planted on good soil. It will not stand abuse, seeming to do best in dark, loamy soil and heavier soils where there is plenty of moisture. It will thrive on well-filed new land. Given these conditions, you will find it the most profitable berry to grow. Like the Premier, it is about frost-proof and bears abundantly, the plants having large, healthy foliage. These points of merit enable it to command the highest price possible for berries. The berry is very firm, so you can ship it to distant markets. You will always be able to command the top of the market with well grown Chesapeake berries.

## LUPTON

**LUPTON.** The fruit is very firm and extremely handsome, in fact, I do not know of any kind in existence today that shows up to better advantage when crated, and it is as productive as any kind we have ever grown that was a real fancy berry. It is a perfect flowering kind and is suitable for pollenization purposes if needed, ripening in midseason. It is not a rampant plant maker, but has never failed to make a good bed for us and the plants are heavily rooted and full of vigor. I say again, if you want a strictly fancy berry, plant Lupton, but we do not advise that it be planted on any but a good, rich soil. I have an unusually fine stock of plants for this year and feel sure that those who plant these will pick a heavy crop of berries in 1940. In this immediate vicinity it has partly supplanted the long time popular Big Joe, chiefly because it suffers less frost damage.

## AROMA

**AROMA.** The best thing in its favor is its selling qualities. On all the Middle West markets Aroma is always quoted higher than average varieties, which in a season of over-production means a lot. My own experience leads me to recommend it as a good pollenizer, though it has not usually been recommended for that purpose. I have found it better than Chesapeake, for it is much more vigorous in growth. Certainly no grower can make a mistake in planting Aroma as it is a real money-maker in many sections.

**GANDY.** One of the leading late kinds and by some still considered the best. The only trouble is, that on dry soils or in a very dry season it cannot be depended on to bear well. Of extra shipping and selling qualities, it is still the leading market berry for late in some large berry producing centers. A free plant maker and good grower generally, yet sometimes failing in vigor.

**WILLIAM BELT.** This variety is the standard of excellence for quality. Berries average large in size, being somewhat irregular in shape, having an attractive cap, and the berries themselves are a bright, glossy red, which makes them very handsome. On any market where quality and appearance predominate among the buyers the William Belt will prove a good money-maker for the grower. It does best in the middle and northern states. It can be depended on for plant growth and productiveness. I recommend it to lengthen the Chesapeake season with a high quality berry.



## EVERBEARING VARIETIES

# MASTODON

### King of Everbearers

**GROWTH OF PLANTS.** If planted in good land under favorable conditions, they will make a good bed of plants, but under reverse conditions, they are inclined to stool up. The plants are large, the foliage having a dark green glossy color. The berries are of good size, rich red in color and are firm enough to ship to moderate distance. Every gardener or farmer should have a plot of Mastodon or Gem plants or both for Fall berries.





## GEM

From our experience, this variety is equal to any Everbearer and really has surpassed all, even the Mastodon over a test of several years.

**GROWTH OF PLANTS.** Under most conditions, Gem will make a good bed of plants. The plants are very prolific. We have seen the runner plants put out blossom before they had taken root. The berries are medium to large in size, a bright red color and a very good flavor.

—○—

My 1000 Mastadon strawberry plants reached here in good shape.  
April 23, 1941      Wilbur Eastwood,      Cumberland Co., N. J.

—○—

Please ship via express as soon as possible 7000 Premier and 1000 Catskill. The plants I bought from you last year were fine plants and they arrived in good condition.

April 5, 1941      Charles Conway,      Franklin Co., Ohio.

## WHEN TO ORDER AND HOW TO SHIP

**ORDER** as soon as you have decided what varieties and how many you want. Write plainly so that I can get your name and address correctly for prompt acknowledgment of order and delivery of plants.

**EXPRESS** is generally satisfactory and the best way to ship plants if your order is large, or if the distance is great. Express rates have been reduced.

**PARCEL POST** is generally cheapest and most satisfactory for small shipments and with larger shipments in adjoining and nearby states.

Strawberry plants packed for shipment weigh approximately 4 pounds per 100 plants. Make up your order, calculate the approximate weight and if you do not know your zone from Allen, Maryland, use distances given herewith or ask your postmaster.

With zone rate published here you can easily calculate the amount of postage to send. Be sure to send postage enough as any excess will be returned. If sufficient amount to pay parcel post charges is not sent with the order, the plants will be sent by Express collect, or by parcel post, C. O. D., for the amount of postage due, as I cannot keep accounts and send bills for small items of postage.

Zone	Miles	1st Pound	Additional Pounds
1st	0 to 50	8 cts.	1 1-10 ct. for each or fraction
2nd	50 to 150	8 cts.	1 1-10 ct. for each or fraction
3rd	150 to 300	9 cts.	2 cts. for each or fraction
4th	300 to 600	10 cts.	3½ cts. for each or fraction
5th	600 to 1000	11 cts.	5 3-10 cts. for each or fraction
6th	1000 to 1400	12 cts.	7 cts. for each or fraction
7th	1400 to 1800	14 cts.	9 cts. for each or fraction
8th	1800 up	15 cts.	11 cts. for each or fraction

## INSTRUCTIONS TO PURCHASERS

**TERMS.** Cash with order. Remit by Money Order, Bank Draft, Cash in Registered Letter or Personal Check.

**PACKING.** No extra charge made for packing at thee prices.

**TIME OF SHIPMENT.** I ship plants from Nov. 1st to May 1st.

**TRUE TO NAME.** I take every precaution to have all plants true-to-name and I will refund your money if any prove otherwise, but I cannot be responsible for any sum greater than the cost of the plants.

**LATE SHIPMENTS.** All plants ordered shipped after May 1st will be packed and shipped in best possible condition but at purchaser's risk.

**GROW STRAWBERRIES IN YOUR BACK YARD OR GARDEN**







This space may be used to keep a record of your order.

This space may be used to keep a record of your sales.



This space may be used to keep a record of your expenses.

This space may be used for miscellaneous items.

## Price List of Strawberry Plants

BY EXPRESS, RECEIVER TO PAY CHARGES

Early Varieties	25	100	500	1,000	5,000
Bellmar (Per) .....	\$0.30	\$0.65	\$2.00	\$4.00	\$18.75
Blakemore (Per) .....	.30	.60	1.75	3.50	16.25
Dorsett (Per) .....	.30	.65	2.00	4.00	18.75
Dunlap (Per) .....	.30	.65	2.00	4.00	18.75
Fairfax (Per) .....	.30	.65	2.00	4.00	18.75
Fairmore (Per) .....	.25	.75	2.00	4.00	18.75
Klondyke (Per) .....	.30	.65	2.00	4.00	18.75
Missionary (Per) .....	.30	.65	2.00	4.00	18.75
North Star (Per) .....	.30	.65	2.25	4.50	21.25
Premier (Per) .....	.30	.65	2.00	4.00	18.75

### Midseason Varieties

Aberdeen (Per) .....	.30	.65	2.00	4.00	18.75
Big Joe (Per) .....	.30	.65	2.15	4.25	20.00
Catskill (Per) .....	.30	.65	2.00	4.00	18.75
Pathfinder (Per) .....	.30	.65	2.15	4.25	20.00

### Late Varieties

Aroma (Per) .....	.30	.65	2.00	4.00	18.75
Chesapeake (Per) .....	.30	.65	2.15	4.25	20.00
Gandy (Per) .....	.30	.65	2.00	4.00	18.75
Lupton (Per) .....	.30	.65	2.00	4.00	18.75
Wm. Belt (Per) .....	.30	.65	2.00	4.00	18.75

### Everbearing Varieties

Mastodon (Fallbearing) .....	.35	.80	2.75	5.50	25.00
Gem (Fallbearing) .....	.35	.80	2.75	5.50	25.00

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